
Internet Technology - Foundation for Intranets

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INET

***Internet Technology - Foundation for
Intranets***

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**Internet Technology -
Foundation for Intranets**

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Notes:

Agenda

- Introduction
- Architecture Shift
- Internet Security
- Application Migration
- Internet Appliances
- Internet Servers
- Leading Internet Players
- Worldwide Internet Market
- Conclusions & Recommendations
- Questions & Answers

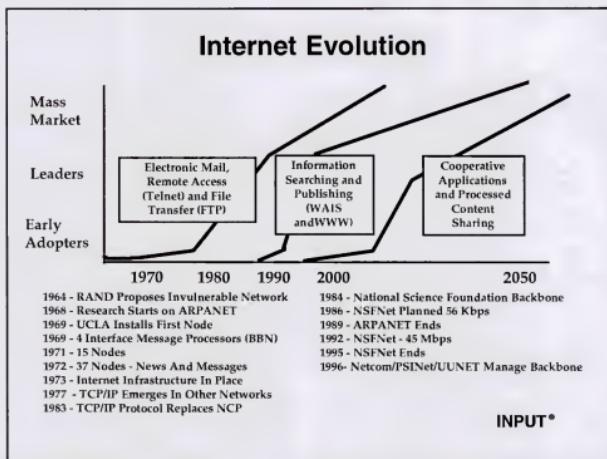
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Notes:

Introduction

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Architecture Shift

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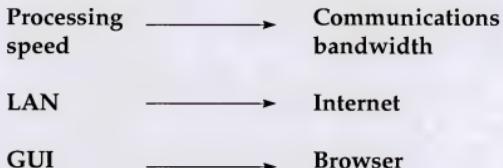
Four Waves of Computing

- Mainframe
- Minicomputer
- Microcomputer
- Network Centric

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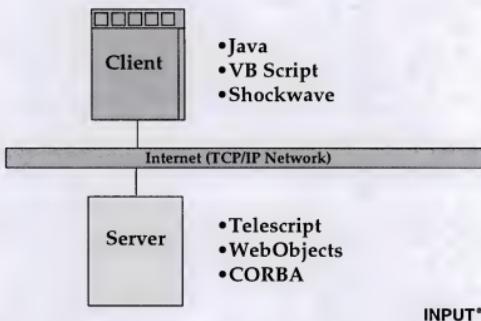
The Changing Nature of Computing Environment



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Notes:

Positioning Internet Development Tools



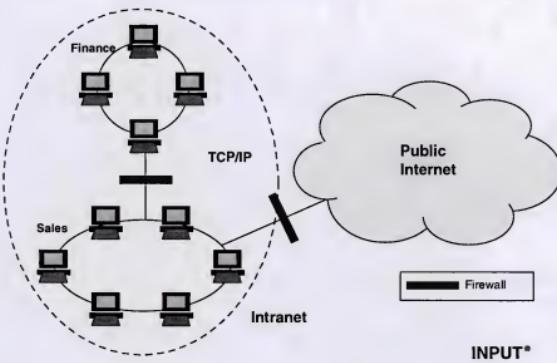
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Internet Security

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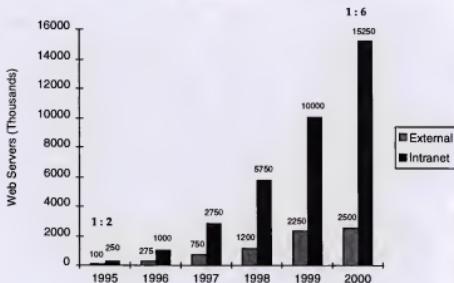
Notes:

Intranets



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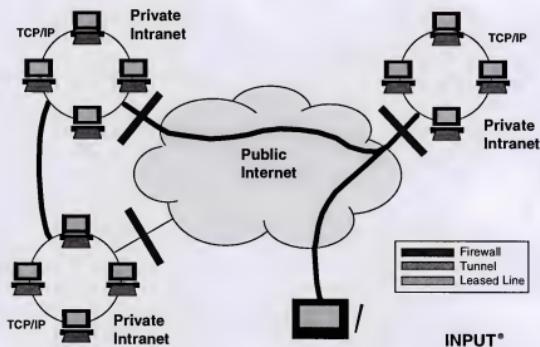
Worldwide Web Servers



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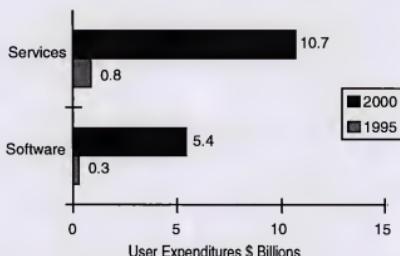
Notes:

Virtual Private Networks (VPN)



Notes:

Firewall Software & Services Market



Source: Internet Security: Impact of Firewalls on Client/server

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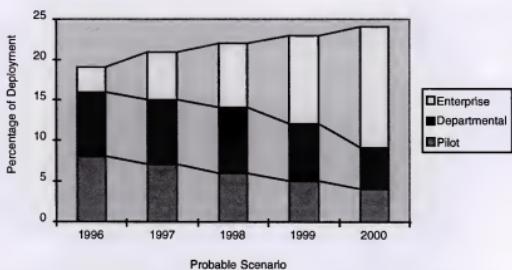
Notes:

Application Migration

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Notes:

Intranet Application Deployment



Source: Revolutionary Migration of Applications
to the Internet

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Notes:

Importance of Internet Benefits

Potential Internet Benefit	Rating
Delivering More Information	4.4
Receiving Feedback from Customers	4.3
Enhancing Relationships with Customers	4.2
Responding More Quickly to Customers	4.2
Delivering Sales Information Less Expensively	4.1
Promoting Products Through New Media	4.1

Source: Internet Sales & Marketing Directions

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Notes:

MCA/Universal (External)

- **Use Internet technology to:**

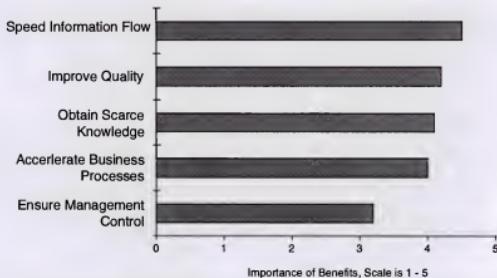
- consolidate the content of all of its divisions under one umbrella
- provide users with samples of the latest products and entertainment from the MCA/Universal family of companies
- sell goods

Source: Internet Application Case Studies

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Notes:

Benefits of Using the Internet for Business Operations



Source: Using the Internet for Business Operations

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Notes:

Schlumberger (Intranet)

- **Uses Internet technology to improve communications with:**
 - employees
 - suppliers
 - customers

Source: Internet Application Case Studies

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Notes:

Schlumberger (Intranet)

- **Internal information shared includes:**
 - corporate policies
 - internal directories
 - shared software
 - major announcements
 - location information

Source: Internet Application Case Studies

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Notes:

Choosing the Groupware Platform

- Consider functionality
- Consider costs
 - Products
 - Development
 - Administration

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Notes:

Groupware Functionality Matrix

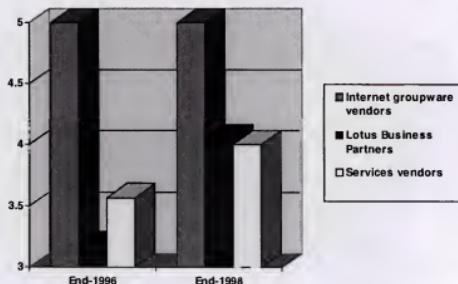
FUNCTION	Lotus Notes	Digital Web Forum	Action Tech. Metro	Radnet WebShare	AEX About	Netscape Collabra
•Discussion	●	●		●	●	●
•Document Management	●			●		
•Workflow	●		●	●		
•Conferencing	●	●				●
•Project Mgmt.	●					
•Calendaring	●					
•Whiteboardg.	●					
•Messaging	●					●

Source: Notes' Survival in the Intranet-enabled Corporation

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Notes:

Importance of Intranets To Vendors



Source: Notes' Survival in the Intranet-enabled Corporation

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Notes:

Internet Appliances

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Notes:

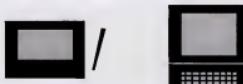
Benefits of Internet Appliances

- Substitute for expensive PCs
- Separate the OS/CPU from Applications
- Reduced support costs
- Return control to IS manager
- Lower IT training costs

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Notes:

Why Choose an Internet Access Device?

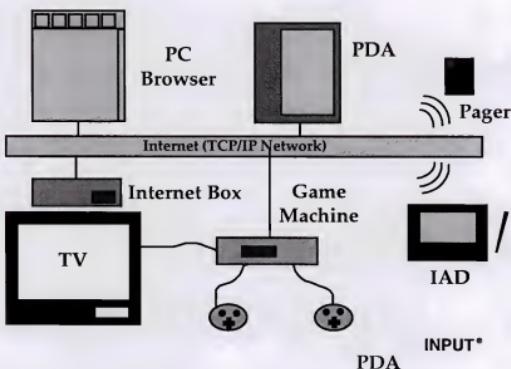


● Weight	1.7 lbs.	7.7 lbs.
● Size	5.25" x 7.5"	8.5" x 12"
● Battery life	8-10 hrs.	2-3 hrs.
● Price	\$800	\$3,000

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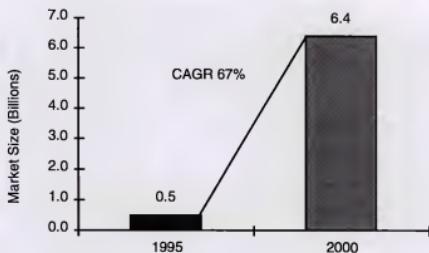
Notes:

Internet Client Types



Notes:

Worldwide Internet Appliances, 1996-2000



Source: Worldwide Internet Market, 1995-2000

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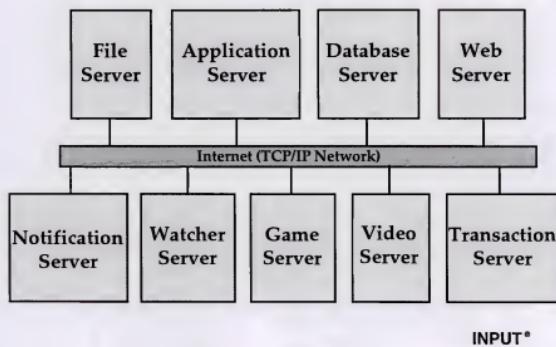
Notes:

Internet Servers

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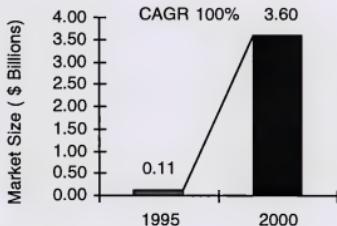
Notes:

Internet Server Types



Notes:

Worldwide Web Server Software Market



Source: Worldwide Internet Market, 1995-2000

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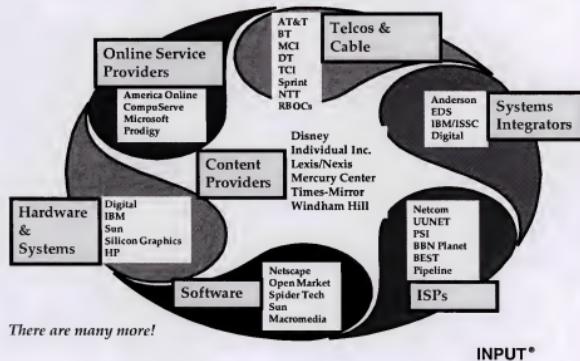
Notes:

Leading Internet Players

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Notes:

Internet Commercial Players



Notes:

Internet Battles

- Internet access
- Web browsers & servers
- Web development tools
- Internet groupware
- Payment/security standards
- Intranet solutions

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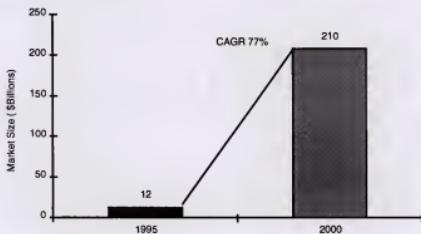
Notes:

Internet Market Opportunities

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Notes:

Worldwide Internet Market, 1995-2000

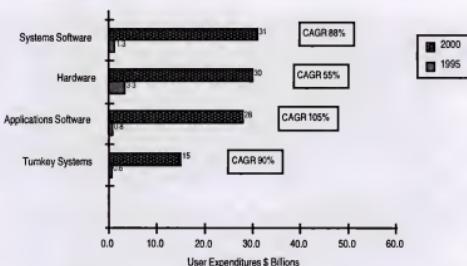


Source: Worldwide Internet Market, 1995-2000

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Notes:

Worldwide Internet Hardware & Software Opportunities

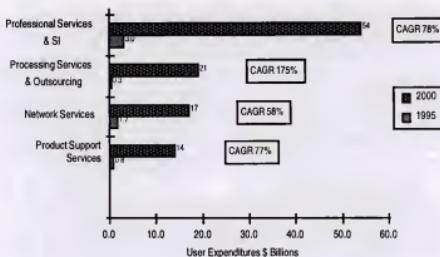


Source: Worldwide Internet Market, 1995-2000

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Notes:

Worldwide Internet Services Opportunities



Source: Worldwide Internet Market, 1995-2000

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Notes:

Conclusion & Recommendations

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Notes:

Conclusions

- An architecture shift is occurring
- Security is essential
- Processing will shift back to the server

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Notes:

Conclusions

- Application software products will migrate in three stages
 - Web front-end
 - Total re-write
 - New applications

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Notes:

Conclusions

- Application software product companies
 - 50% will fail to make the transition
 - New ones will become leaders

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Notes:

Conclusions

- Internet appliances widespread
 - Benefits of computing and information reach more users
- Multiple types of Internet servers proliferate

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Notes:

Conclusions

- Services stimulated by the Internet
 - transaction services
 - analytical services
 - new content services
 - new entertainment services

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Notes:

Recommendations

- **The Internet is a communications revolution**
 - fundamentally restructures computer industry
 - changes user environment
- **Use the Internet to make money**
- **Use the Intranet to save money**

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Notes:

Recommendations

- Use Internet for:
 - sales & marketing
 - customer service
 - electronic commerce
 - human resources

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Notes:

Recommendations

- **Use Intranet for:**
 - communication
 - collaboration
 - applications development environment
- **Use Intranet to publish:**
 - policies, procedures
 - products, projects
 - regulations, training

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Notes:

Recommendations

- **Focus Internet on your applications**
 - examine impact on mission critical
 - use Internet for secondary

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Notes:

Recommendations

- **All software**

- evaluate time-based function required
- determine Internet intersection point
- determine ability to delay or wait
- choose one solution
 - » interim solution if you cannot wait
 - » Internet solution w/ limited functionality
 - » delay

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Notes:

Recommendations

- **Security**
 - determine policies
 - evaluating solutions
- **Internet experience allays concerns, don't wait**

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Notes:

Questions & Answers

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 - Procurement plans (PAR, APR)
 - Market Forecasts
 - Awards (FAIT)

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For Vendors—Analyze:

- Market strategies and tactics
- Product/service opportunities
- Customer satisfaction levels
- Competitive positioning
- Acquisition targets

For Buyers—Evaluate:

- Specific vendor capabilities
- Outsourcing options
- Systems plans
- Peer position

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- Acquisition/partnering searches

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